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Seeking assignments in Forex domain with a growth-oriented organization.

SNAPSHOT

- ≈ A result oriented professional with 08 years of comprehensive experience in **Branch Management, Customer Relationship Management, Sales & Marketing.**
- ≈ My current assignment is with Unimoni financial services limited, **Branch Manager-coimbatore.**
- ≈ Demonstrated skills in branch head and relationship management/ business development as well as exceptional communication abilities to cut across the organizational levels and accomplish targets.
- ≈ Possess excellent interpersonal, communication & organizational skills with proven abilities in team management, customer relationship management & effective crisis management.

Professional

May'22 – Till Date Unimoni financial services Limited, Coimbatore
Branch Manager

Roles & Responsibilities

- Finding out new market segment,
- Deploying agency for business development,
- Developing business network in new areas in ROTH,
- Accrual of customers for forex (banks, corporate, agency, students & consultancies) for the entire region
- Ensured the highest levels of service to the High Net Worth customers
- Execute competitive sales tactics to win business & Coordinate deal crafting and positioning
- Ensure that KYC/AML and other compliance norms are strictly adhered to.
- Continuously keep self-updated on changes in products, processes and compliance/regulatory norms.

Aug'2021 – Mar'2022 Nirmalbang securities , Erode
Senior Manager

Roles & Responsibilities

- Ensured the highest levels of service to the High Net Worth customers
- Demat account opening suitable customer for trading currency equity and commodity segment
- Ensure that KYC/AML and other compliance norms are strictly adhered to.
- Continuously keep self-updated on changes in products, processes and compliance/regulatory norms.

Nov'15 – Aug'2020 Unimoni financial services ltd, Erode
Branch Manager

Roles & Responsibilities

- Execute competitive sales tactics to win business & Coordinate deal crafting and positioning
- Responsible to achieve or exceed the sales plan by maintaining existing business
- Utilize business and financial knowledge to create value propositions
- Understand customer needs, explore and educate customer on financial needs
- Address how banking products and services can meet the short term and long term needs of the customer.
- Ensure that KYC/AML and other compliance norms are strictly adhered to.

Business Development

- Formulating strategies & reaching out to the unexplored market segments for business expansion.
- Exploring new business opportunities in various segments along with concerned branches.
- Providing a systematic retail network planning, exploiting market opportunities at low cost and establishing competitive intensity, achieving long-term volumes, market share and ensuring profits.
- Conceptualizing & implementing plans & policies for the organization, organizing promotional campaigns and ensuring accomplishment of business goals.

Relationship Management

- Handling customer queries for better turnaround time and customer satisfaction.
- Identifying prospective clients, generating business from the existing clientele to achieve business targets.
- Interacting with the clients on a regular basis for redressal to all their queries, complaints and handling all client relation.

People Management:

- Leading team and implementing strategies for building team effectiveness by promoting a spirit of cooperation between team members; monitoring performance & providing feedback on areas of improvement.
- Determining training needs of employees and conducting need-based training programs to enhance their operational efficiency leading to increased productivity across the process.

Network Management

- Identifying and networking with reliable channels both inside and outside the bank, corporate, agency resulting in deeper market penetration and wider market reach
- Monitoring their sales and marketing activities.

EMPLOYMENT SCAN ACADEMIA

- Diploma in automobile engineering from Kongu Polytechnic college perundurai in 2008-2010. Secured 70% marks.
- HSC from DJHS SCHOOL Gobichettiplayam in 2006-2007. Secured 76% marks.
- SSLC From DJHS SCHOOL Gobichettipalayam in 2005 .Secured 60% marks

EXTRA CURRICULAR ACTIVITIES

- Participated in sports events and won prizes in several sports competition.

Strengths

- An effective communicator with excellent interpersonal & relationship building skills.
- Strong analytical, problem solving & organizational abilities.
- Possess a flexible, learning & detail oriented attitude.

PERSONAL DETAILS

Date of Birth: 25th February 1990

Permanent Address: 31/15, nanjappa street gobichettipalayam, Erode-638452